PHARMACEUTICALS & MEDICAL DEVICES BUREAU OF INDIA (PMBI)

B-500, Tower B, 5th Floor, World Trade Center, Nauroji Nagar, New Delhi -110029

Minutes of Pre-bid Meeting held on dated 13/11/2026

Section I: Top Sheet

File No:	PMBI/07/78/PROC/2026	**Date:**	31/10/2026
Description	e-Tender no. PMBI/SURGICAL/RC-241/2026 for the supply of Adult and Baby Diapers to Pharmaceuticals & Medical Devices Bureau of India (PMBI) for two years.	**Estimated Cost: -**	85.24 crores approx.
Tender Published In	CPP-portal & PMBI website	**Date of Publication**	06/11/2026
Bid Validity	150 days	**Bid Opening Date**	02/12/2026
Advertisement of the tender	The Tender has been advertised through widely circulated News-papers viz ***Dainik Bhaskar Panipat, Dinakaran (Chennai), Divya Himachal, The Indian Express Delhi, Sikkim Reporter, The Times of India Bhopal, The Times of India Lucknow, The Tribune Gurugram.***		

Section II:

PMBI officials attended the meeting:

Sr. No.	Name	Designation	Tender Committee (TC)
1	Mrs. N.J. Sujatha	Deputy Chief Executive Officer	Chairperson/ Member
2	Sh. Ravikant Tiwari	General Manager (Finance & Accounts)	Member
3	Sh. Sanjay Kumar	External Expert	Member
4	Sh. Rinku Giri	Manager (Sales & Marketing)	Member
5	Sh. Prateek Mishra	Manager (Sales and Marketing and Procurement)	Member
6	Sh. Sanjay Lohani	Manager (Logistics & Supply chain)	Member
7	Sh. Rishabh Nagar	Deputy Manager (Procurement)	To present tender to Tender Committee

Attendees of the Pre-bid Meeting (Hybrid mode) - Representatives of the following manufacturers have physically attended the pre-bid meeting:

1. M/s Grover Innovations LLP

Section III: Deliberation on Salient Features of the Tender:

1. At the onset of the meeting, the representatives of the prospective bidders have been welcomed and they have been briefed about all the changes made in the instant tender over the earlier one. The inclusion of all new clauses was deliberated upon during the meeting. The representatives have been informed to read the tender very carefully outlining all major changes specially those under clause no. 17, 19(H). Representatives have also been advised to adhere to formats in the tenders as applicable.

2. Further, the Committee clarified the provisions of Annexure-XXVI, stating that the successful tenderer shall submit an irrevocable Bank Guarantee towards Performance Security Deposit @ 3% of the purchase order value, in accordance with Clause 17(A) of the Tender Document.

3. The bidders were advised to leave the column marked “Witness 1” unsigned in the Integrity Pact, as prescribed under Annexure-XVIII of the Tender Document.

4. The bidders were also informed that five (5) properly labelled samples in the tendered unit size for each quoted item shall be submitted in accordance with the specifications prescribed under Annexure-XII & XII(A), on or before the stipulated date in accordance with tender clause no. 4.(O).

Section IV: Queries of the intending bidders discussed during the pre-bid meeting

1.Pre-bid meeting against the subject tender was scheduled on 13/11/2026 from 11:00 hours onwards. The meeting was scheduled to be convened in physical mode at Conference Hall, PMBI as well as in hybrid mode where the link to join the meeting through video conference mode was provided to the intending bidders based on their request as per tender provisions.
2. PMBI has received queries from manufacturers through email prior to the pre-bid meeting whereas total 01 representative have attended the pre-bid meeting and participants have also joined the meeting through video conference mode.
3. At the onset, the representatives of respective manufacturers were welcomed, and were requested to offer their views/ suggestions/ queries one by one regarding the terms & conditions and other details of the e-tender document followed by the other detailed discussion on the submitted queries.
4. Regarding terms and conditions/ detailed or packaging specifications, the representatives have offered their views/ suggestions/ queries and the same is discussed hereunder in the table:

S. No.	Manufacturer Name (M/s)	Query/ Suggestions of the representatives	PMBI Clarification
1.	Raaj Medisafe India Limited	Representative of the manufacturer has requested the following; a. To relax the requirement of submission of a Market Standing Certificate for the last three years, considering the bidder is a Startup/MSME and has not completed three years since its incorporation. b. To modify/amend the detail specification of Baby Diapers (New Born & Small) bearing Item Code- 8110 & 8111 in terms of Navel Cut & Wetness Indicator for all range of baby diapers bearing item code 8110, 8111, 9031, 9032, 9033, 9038 as specified in Annexure-XII(A).	The Tender Committee has mentioned to refer the Amendment (if any) in this regard.
2.	Limpia Hygiene products LLP	Representative of the manufacturer has requested the following: a. the minimum annual turnover criterion of ₹25 crore be reduced to encourage and support Micro Enterprises and facilitate their participation in the tender. b. sought clarification regarding the dimensions of Adult Diapers, Extra Large (Item Code-8109) as specified in Annexure- XII, XII(A) & XIII. c. sought clarification regarding different BIS standard for adult and baby diaper as specified in the detail specification. d. sought clarification on whether the Market Standing Certificate (MSC) is required to be submitted category-wise (i.e., Adult Diapers and Baby Diapers) or separately for each individual variant/size (i.e., Small, Medium, Large, XL, etc.) offered under the tender.	The Tender Committee has mentioned to refer the Amendment (if any) in this regard.
3.	Vaishali Hygiene Products		
4.	Sekhani Industries Private Limited	Representative of the manufacturer has requested the following: a. To keep the delivery schedule for 45 days for	The Tender Committee has mentioned to refer the Amendment (if any) in this

		all Purchase Orders including subsequent purchase orders. b. To confirm that ISO 13485:2016 / ICMED 13485 certification is a mandatory eligibility requirement. c. sought clarification on whether the minimum annual turnover requirement of ₹25 crore is to be considered with respect to the sales turnover of the specific products quoted in the tender or the overall annual turnover of the bidder/company.	regard.
5.	Grover Innovations LLP	Representative of the manufacturer has requested to consider the past experience, turnover, and relevant credentials of **M/s Paramount Surgimed Limited** as M/s Grover Innovations LLP has acquired the relevant business operations, including the hygiene product business of M/s Paramount Surgimed Limited, through a Business Transfer Agreement (BTA) in December 2025.	The Tender Committee has mentioned to refer the Amendment (if any) in this regard.

In response of the requests/ required clarifications from representatives, the Chairperson, Tender Committee, PMBI clarified that necessary clarification/ amendment (if required) will be published after due scrutiny by the Tender Committee.

The chair concluded the meeting with vote of thanks.

Sd/-
Chief Executive Officer
Pharmaceuticals & Medical Devices Bureau of India